

IEP FAQs

Q: How does the ENPRO Alliance work?

A: Once you are accepted into the Alliance program, you'll receive an ENPRO Alliance Indoor Environmental Professional (IEP) certificate, and will then be entered into our IEP database. Based on the service area you designated on your application, your information will come up as a resource when we are scheduling jobs in your area.

When ENPRO receives a request for an environmental service in your area that you are qualified to perform, we will contact you. If you accept the project, ENPRO will email you the project details and necessary project forms. In coordination with your availability, ENPRO will then schedule the project.

As the IEP for the project, you would then:

1. Arrive at the project site at the designated time.
2. Collect relevant project information and samples.
3. Send the samples to the designated laboratory.
4. Email the project information to ENPRO.
5. Invoice ENPRO for the work performed.

As a part of the project, ENPRO Environmental will:

1. Provide you with technical guidance throughout the investigation.
2. Collect your project information.
3. Collect the analytical results from the laboratory.
4. Evaluate the project information.
5. Prepare the technical report.
6. Deliver the final report to the client.



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IEP FAQs

**Frequently
Asked
Questions**



Q: Can I perform work for other clients and still participate in the ENPRO Alliance Program?

A: Yes. The ENPRO Alliance Program is a business-to-business relationship and we expect that you will continue to serve your own clients.

Q: What if my company can't perform a particular project, or if there's a conflict of interest?

A: ENPRO respects the fact that Alliance Partners may not be able to respond to every opportunity provided. Occasional rejection of a project will not adversely affect your relationship with ENPRO. Because responsiveness is of utmost importance to ENPRO and our clients, we ask you to inform us immediately if you are unable to perform a particular assignment so we can identify alternative resources.

Q: If I qualify as an Alliance member, can I include this designator on my marketing literature and business cards?

A: Yes. Acceptance as an ENPRO Alliance member and qualification as an IEP are marketable designations that will enhance your company's image and the image of those individuals who are certified.



Q: What types of projects can my company expect to receive as an ENPRO Alliance member?

A: As an Alliance member, you are eligible to perform projects that typically involve initial investigations or post-remediation verifications relative to potential mold amplification within residential or small commercial spaces.

Q: How is compensation determined, and how is payment processed?

A: Because projects vary in complexity and location, compensation is negotiated on a per project basis. A basic compensation schedule is listed in the application kit. For payment, simply submit an invoice along with the project documentation. Alliance members are paid on a net 30 schedule once the project documentation and invoice are received.

Q: How does ENPRO receive project assignments?

A: ENPRO Environmental has established strong relationships with a number of national clients. Based on our reputation for performing superior work, we consistently attract additional regional and local opportunities.



Q: My environmental business is less than a year old. Will ENPRO recognize my previous environmental experience with another company?

A: Even though your company may be relatively new and not meet the experience requirements of the Alliance program, if you have previously worked for another company and have gained relevant experience, ENPRO will take into account that previous experience when reviewing your application.

Q: Will I get paid for referring work to ENPRO?

A: Occasionally an Alliance member comes across a project or client they are unable to take on themselves. If you refer a client to ENPRO, you'll receive commission income for the life of that client's relationship with ENPRO as long as you're an Alliance member. This is another excellent benefit of your relationship with ENPRO Environmental.

**For More Information
Call Toll Free
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www.enproenvironmental.com